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Q3 2019 RESULTS SUMMARY

November 2019



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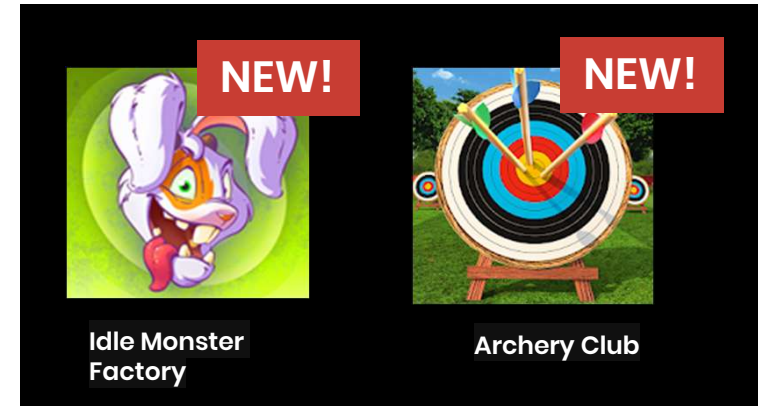
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Q1-Q3 2019 Highlights.

New Games
Launched in November



PLN 37M

- Revenue PLN 37M (+37% y/y); in Q3 14.8M (2.5x y/y)

7x UA

- Sharp increase in User Acquisition investment in Q1-Q3 2019 vs Q1-Q3 2018.
- Financed from IPO proceeds

Cost Control

- Headcount reduced by 51 in Q3
- Full effect of savings to be visible in Q1 2020



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Our New GaaS Games – Archery Club.



- Outstanding Monetization and Conversion – More than **2x Better vs Darts Club**
- Darts Club Lifetime Revenue: \$3.3M USD
- About 1M Downloads in the first week`
- Strong Feature received from Apple & Google

Games

NEW GAME
Archery Club
Right on target

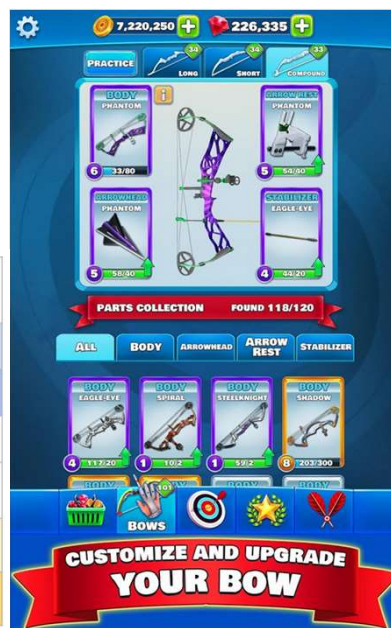


New Games We Love

- Archery Club
Play Archery With Real People
- Golf King - World Tour
Multiplayer Real Golf
- Charlie's Angels: The Game
Don't call me angel

~1M

installs in the first week



Cumulative Conversion	D1	D2	D3	D4	D5	D6	D7
Darts Club	0.57%	0.77%	0.96%	1.10%	1.18%	1.23%	1.33%
Archery Club	1.36%	1.74%	2.19%	2.75%	3.17%	2.76%	-
Cumulative ARPU	D1	D2	D3	D4	D5	D6	D7
Darts Club	\$ 0.08	\$ 0.14	\$ 0.17	\$ 0.21	\$ 0.24	\$ 0.25	\$ 0.29
Archery Club	\$ 0.19	\$ 0.28	\$ 0.34	\$ 0.48	\$ 0.62	\$ 0.65	-

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*Tier 1- Attributed & Organic – iOS and Android



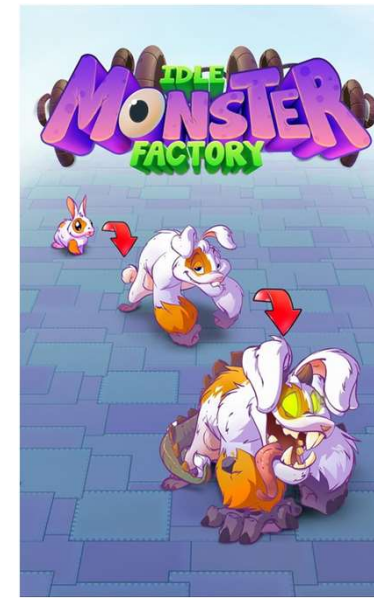
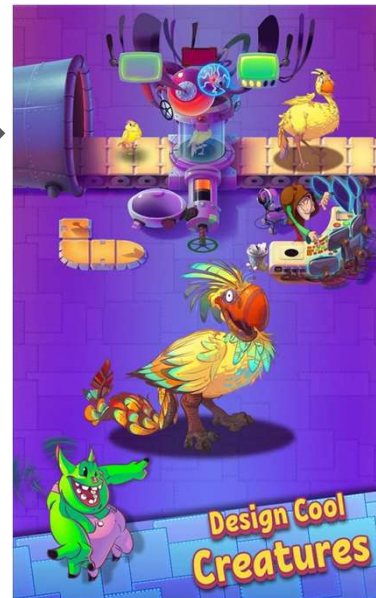
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Our New GaaS Games – Idle Monster Factory.



- KPIs better than Idle Coffee Corp
 - Retention D1: ~**25%** better
 - ARPU: ~**x2** better
- UA to be launched once new features are added

>200k installs in the first week



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Business Model Implies Non-Linear Outcomes.



BoomBit UA Team + SuperScale Advisory in Monetisation Optimisation & UA Strategies

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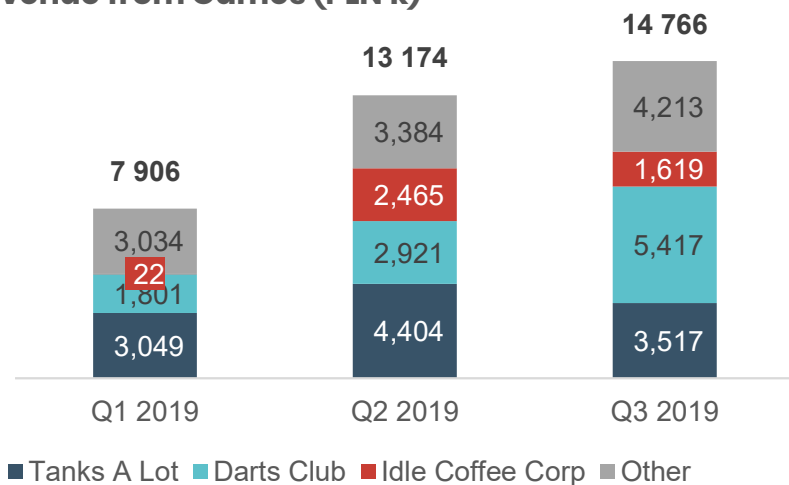
Q3 2019 OPERATIONS



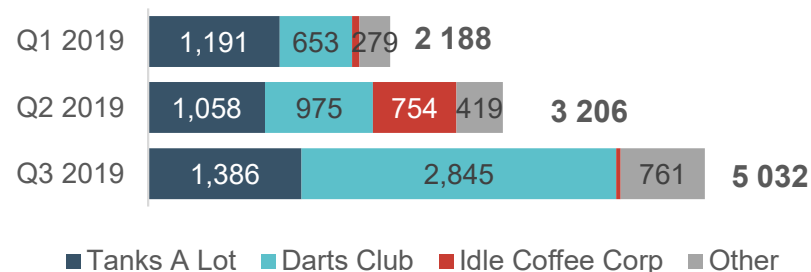
Q3 2019 Game's Performance.

- Q2 results were affected by strong Features on the AppStores (approx. 2M PLN extra revenue in Tanks A Lot & Coffee Corp)
- Q3 Increased UA spend due to favourable conditions on the market & profitable niches of players (Low CPI's & High Ad Engagement).
- "Revenue Less UA" increased by 62% vs Q1, but decreased by 7% vs Q2
- Q3 Revenue is technically better since Q2 results were inflated by the Store Features & we had no significant releases in Q3.

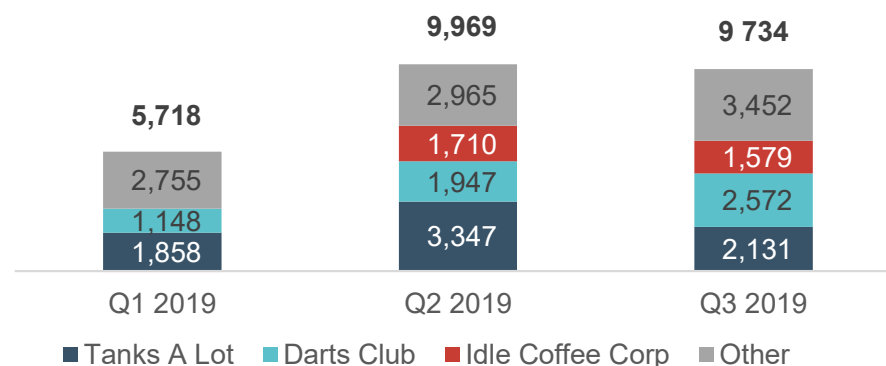
Revenue from Games (PLN k)*



UA by Title (PLN k)



Revenue from Games Less UA (PLN k)*

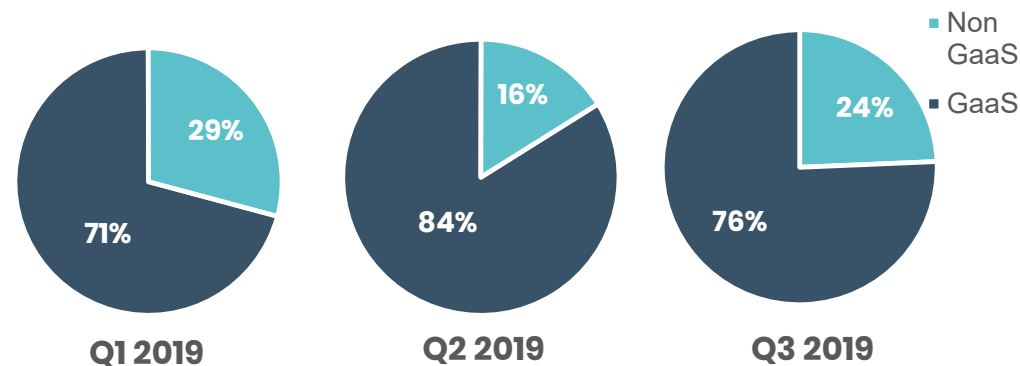


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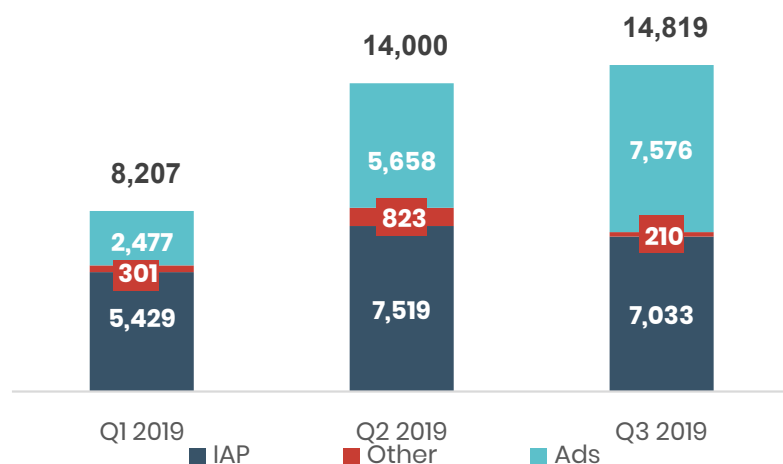
* Figures presented in the chart include revenues from soft launch, which according to Groups' accounting policy are capitalised as development costs

Q3 2019 Revenue.

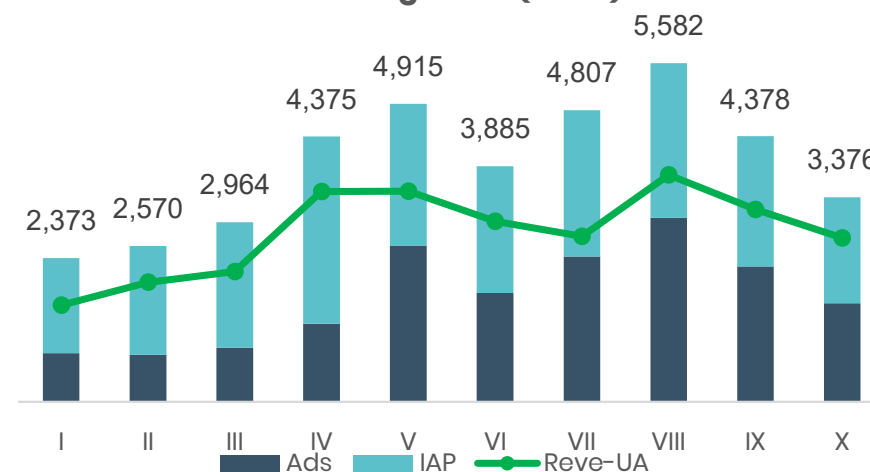
- Q3 vs. Q1 revenue increased 80%
- Q3 vs Q2 revenue increased by 6%
- Decrease in revenue in September and October due to ongoing optimisations in our UA strategy



Revenue (PLN k)



Combined revenue from games (PLN k)*



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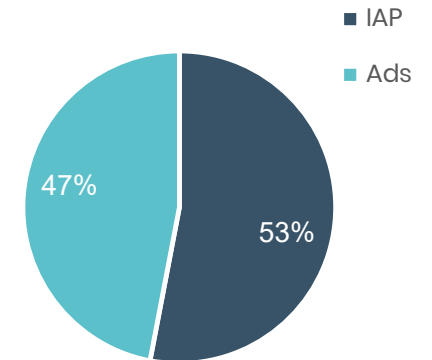
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Our GaaS Games.

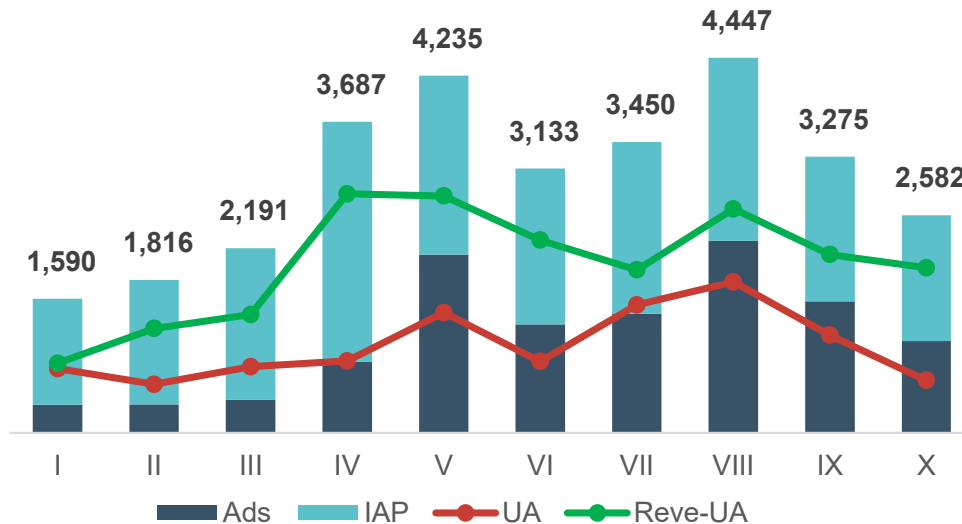
- Q3 vs. Q1 revenue increased 100%
- Q3 vs Q2 revenue increased 1%
- Stable "Revenue Less UA" in the last few months achieved with lower UA Investment



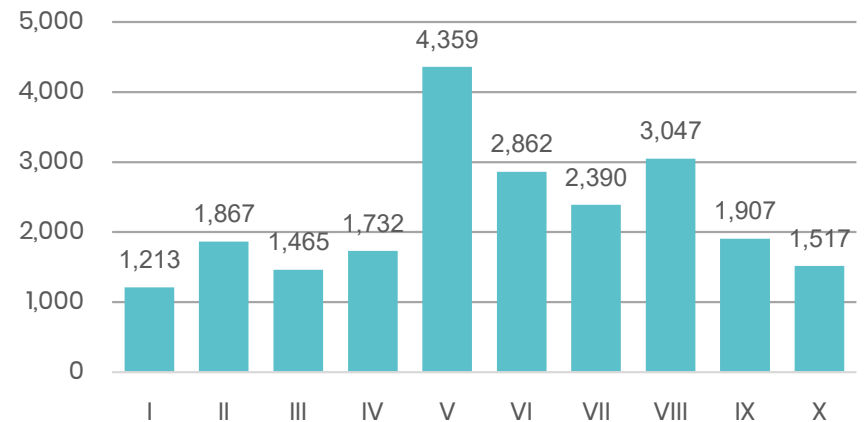
Q3 Revenue



Ads, IAP and User Acquisition (PLN k)*



MAU (k)



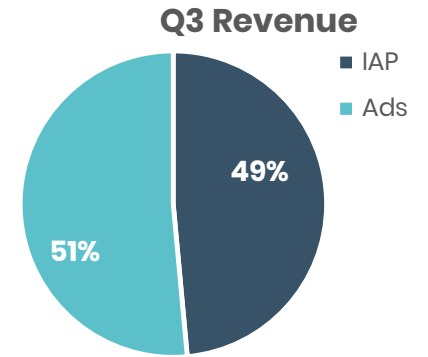
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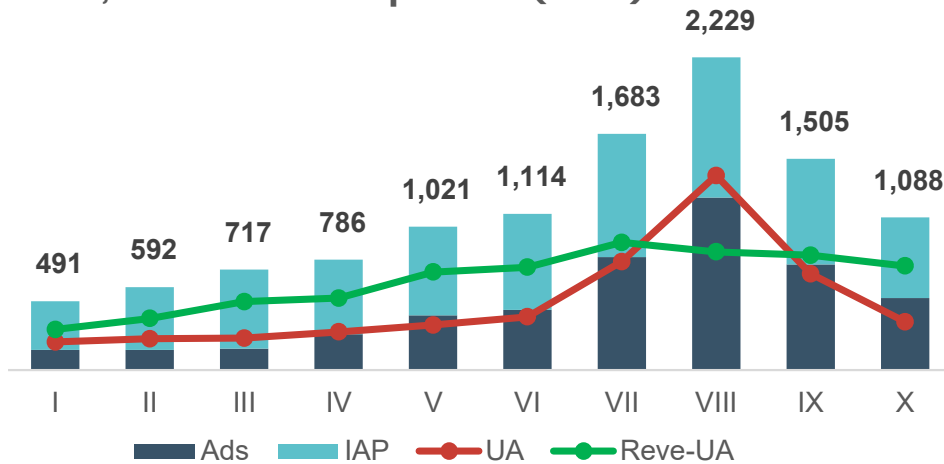
Our GaaS Games – Darts Club.



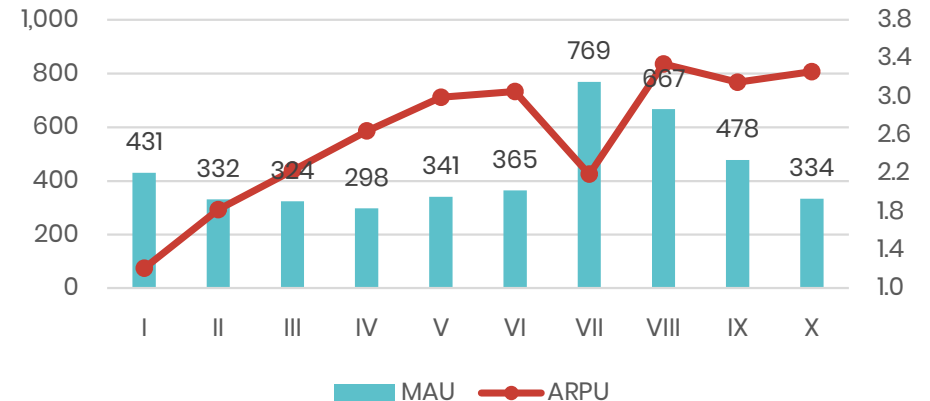
- ARPU increased 169% January > October due to regular game updates, effective Live Ops and improved Ads Monetization.
- July drop in ARPU due to a Feature on Google Play in T2 & T3 countries
- Decrease in MAU associated with lower UA investment due to an increase in CPI's in September and October.
- "Revenue Less UA" stays at the stable level of 0.7 - 0.9M PLN in the recent months.



Ads, IAP and User Acquisition (PLN k)



MAU (k) and ARPU (PLN)

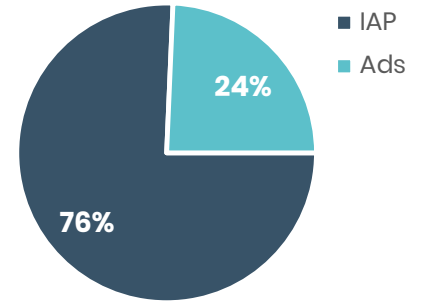


Our GaaS Games – Tanks A Lot!

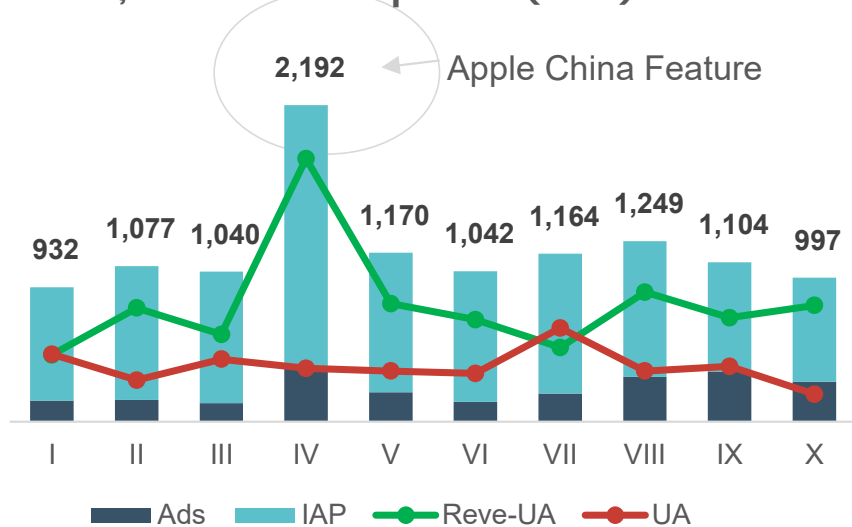


- Stable user base even with limited UA spending in October
- Stable revenue at the level of approx. PLN 1 - 1.2M monthly
- Major Update to be released Q1 2020

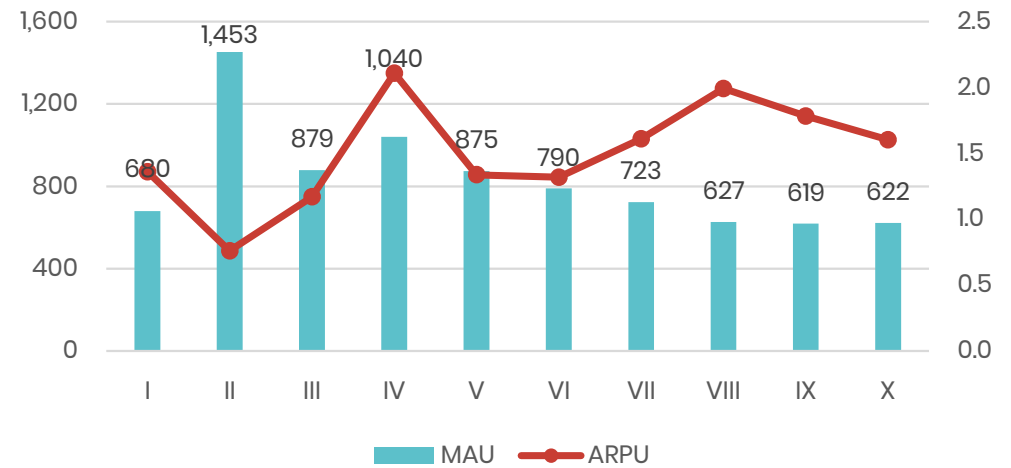
Q3 Revenue



Ads, IAP and User Acquisition (PLN k)

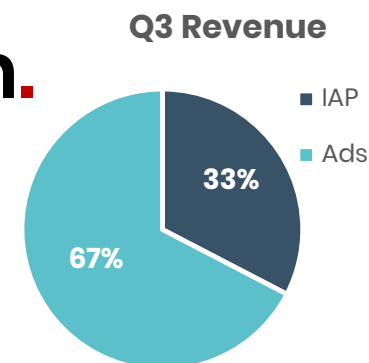


MAU (k) and ARPU (PLN)

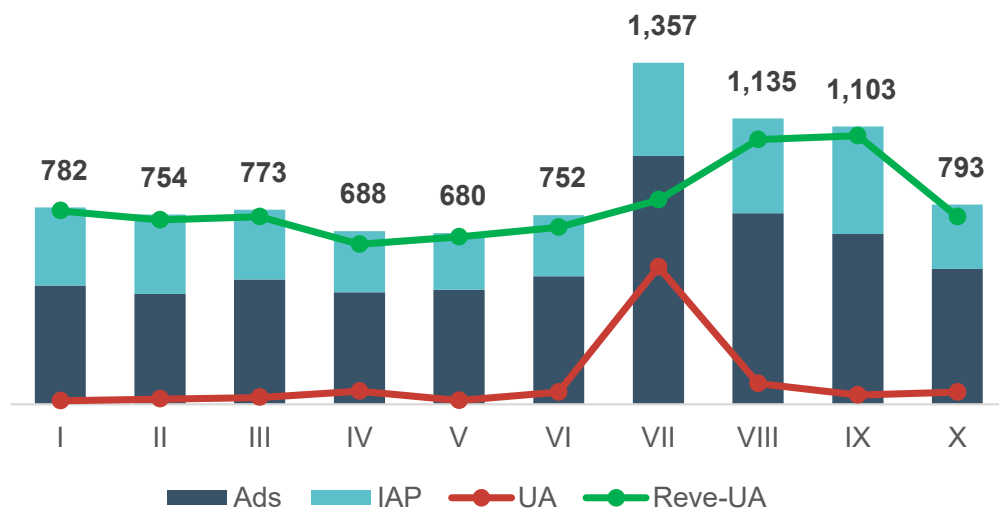


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Our Non GaaS Games and Nintendo Switch.



Ads, IAP and User Acquisition (PLN k)*



- **70%** Increase in Revenue in Q3 vs Q2
- Stable and reliable source of income
- July - UA campaigns of our non-GaaS games
- August - debuts of new non-GaaS titles
- Build a Bridge! 500k+ PLN on Nintendo Switch since January
- Tiny Gladiators launched on Nintendo Switch in November
- **3** more Nintendo Switch games in Development

Pipeline.

1

GAAS

2 GaaS Games released in Q4

2 New GaaS Titles to be released in H1 2020

3+ GaaS Games in Development

Several 3rd Party Publishing games in various stages of negotiation.

2

NON GAAS

Following the success of **Build a Bridge!** on Nintendo Switch, we are porting other games to this platform

3 Nintendo Switch Titles in Development

Tiny Gladiators 1 released on 22 November 2019 on Switch.

We're exploring porting also to Apple Arcade, GooglePlay Pass, PlayStation, XBOX, Steam and other distribution stores.

GAAS PIPELINE

Released

Soft Launch

Development



Idle Monster
Factory



Archery
Club



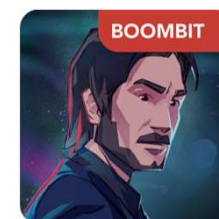
Cooking
Festival



Dancing
Dreamer



Guns Club



John Doe



Idle Poly Car
Factory

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Q3 summary



2019 Traction / Revenue Growth.

Steady Revenue Growth through existing and new partnerships

Strong pipeline app. 20 projects in pilot phase for Q4.



Team Expansion

Attracting top talent as planned - growth from 30 FTE Q1 to 65 FTE Q3.

Further growth expected in Q1 2020 – up to 100 FTE, to deliver existing sales pipeline.



Q4 and 2020

1st investment round planned in Q4 2019 to kickstart further growth.

Delivery the pilot projects with big partners currently signed to progress to next level partnership .

Continue to up-sell / cross-sell existing partnership with additional services



Q3 2019 FINANCIALS



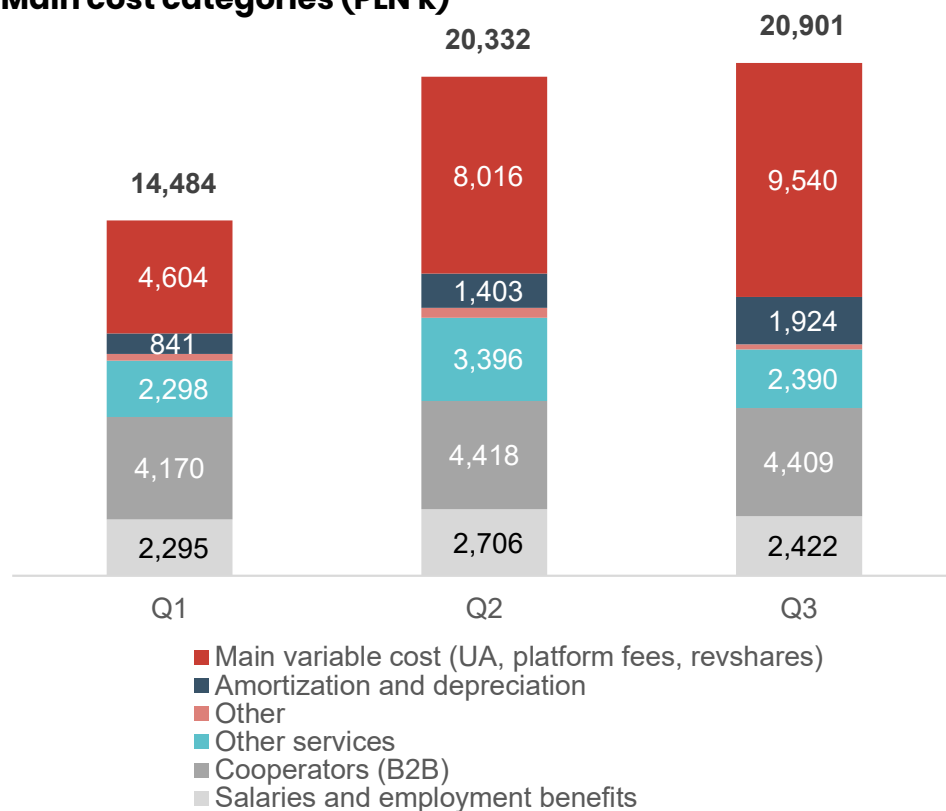
Key Consolidated Financial Data.

PLN k	Q1 2019	Q2 2019	Q3 2019	Q1-Q3 2019
Revenue	8,207	14,000	14,819	37,026
COGS	(6,910)	(11,381)	(14,130)	(32,421)
Gross result on sales	1,297	2,619	689	4,605
G&A Costs	(2,210)	(2,954)	(2,270)	(7,434)
Other income/costs*	332	(366)	(272)	(306)
Net result	(456)	(849)	(1,626)	(2,931)
EBITDA	153	744	302	1,199
One-offs	(162)	(281)	(246)	(689)
CAPEX	5,364	5,997	4,501	15,862

* including other operating income and costs, financial income and costs, share of profit/loss of JVs

Costs by Type.

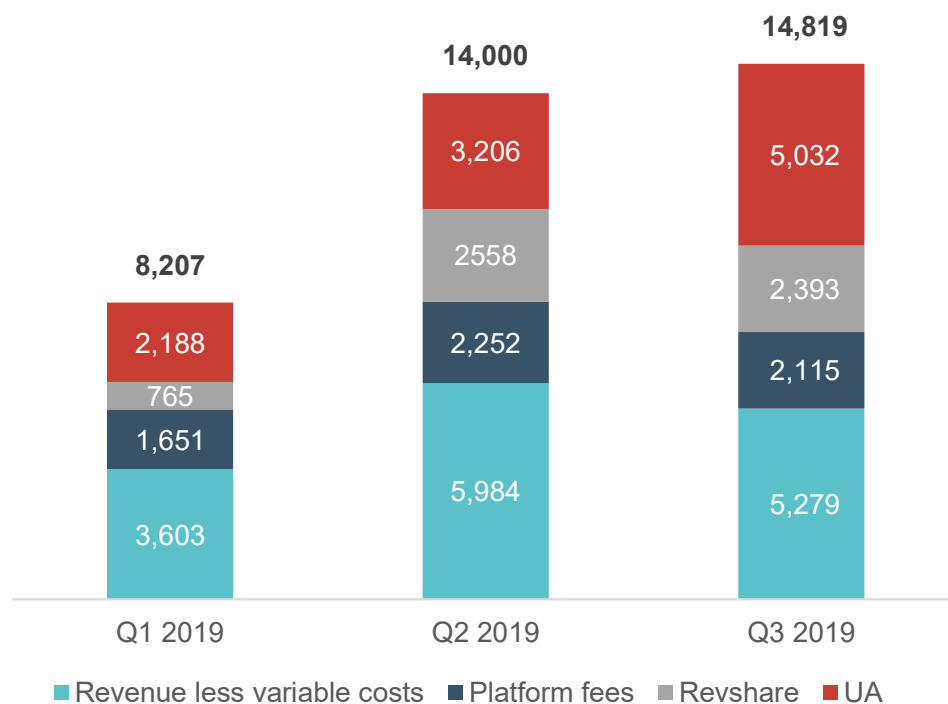
Main cost categories (PLN k)



- Increased key sales-related variable costs in Q2 and Q3 (UA, Rev Share and Platform fees).
- Personnel costs partially included in costs of services (B2B) - overall decrease in Q3 by ca. PLN 0,3M
- Other costs lower by ca. PLN 1,2M when compared Q3 to Q2
- Higher amortisation – new games, updates and tools

Main Variable Costs.

Revenue less main variable costs (PLN k)



User Acquisition:

- Increased UA spend q/q
- 57% increase in UA spend Q3 vs Q2 due to Darts Club campaigns
- 92% of UA spend so far in 2019 related to GaaS games

Rev Share:

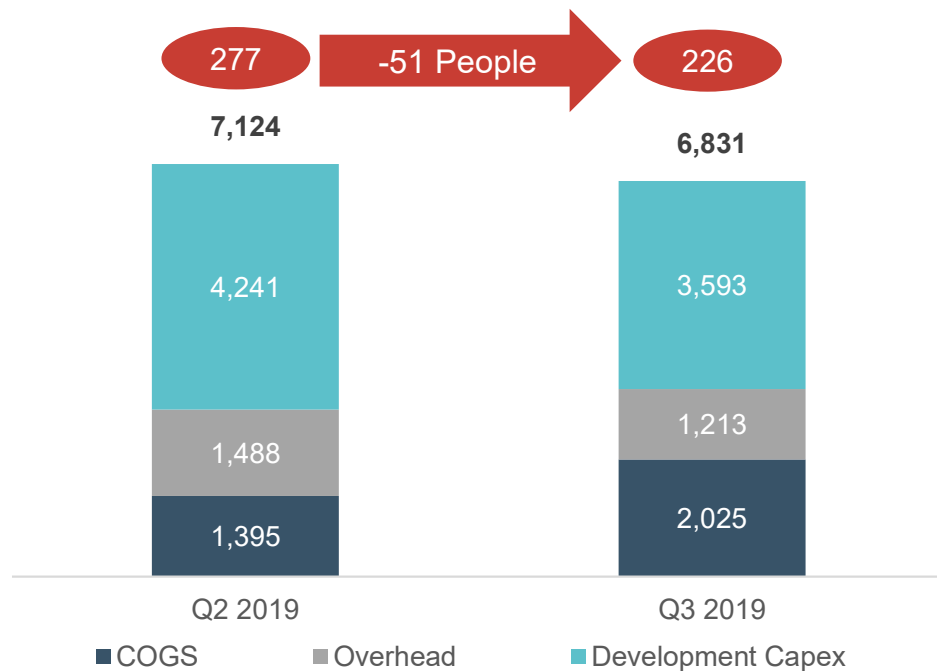
slight decrease in Q3 due to lack of material features for GaaS games and higher UA spend

Platform Fees:

slightly lower in Q3 resulting from higher level of ads in revenue split

Personnel Costs.

Personnel costs as part of P&L and Development Capex (PLNk)



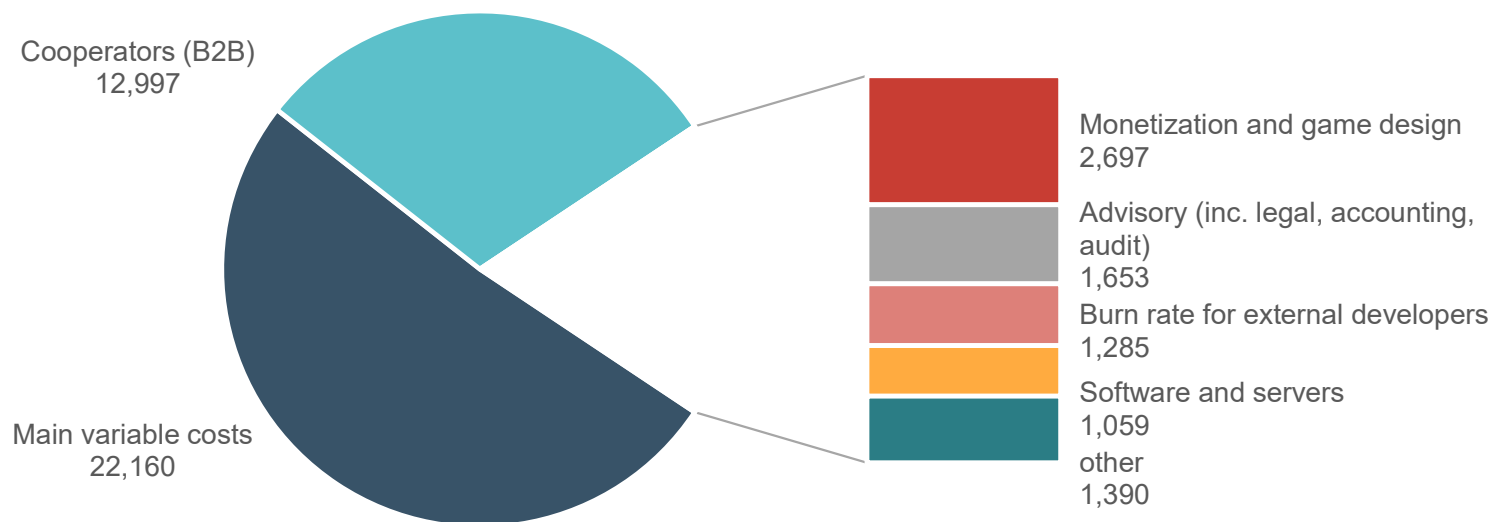
Cost Efficiency Improvement focused on streamlining development teams

- Optimisation resulting in head count reduction by 51 people - process to be continued in Q4
- Total personnel costs lowered by ca. PLN 0,3m in Q3
- Full effect to be recognized in Q1 2020:
 - Expected Headcount ~ 170 people
 - Expected savings ~ PLN 1.2m per quarter (as compared to Q3), visible mostly in Development Capex

Cost of Services.

- Key variable costs and personnel costs responsible for almost 80% of total cost of services
- Other cost of services decreased by PLN 1M as compared to Q2
- Additional PLN 0.3 – 0.4M of savings expected in Q1 2020

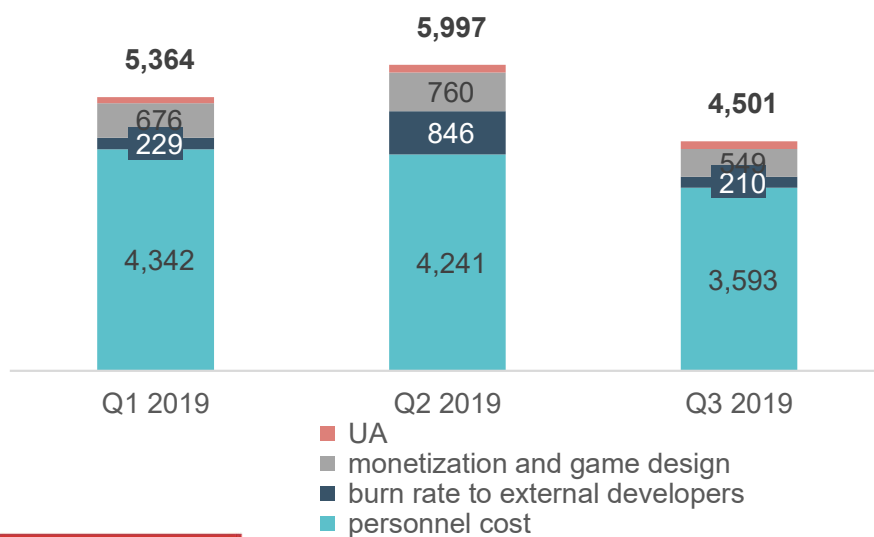
Q1–3 2019 Cost of Services (PLN k)



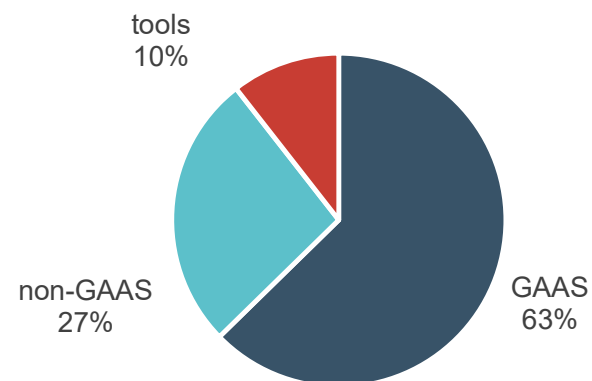
Capital Expenditure .

- Capital expenditure increase in Q2 mainly resulting from higher burn rate to external developers cost in Gaas games
- In Q3 decrease by PLN 1.4M (-25% vs. 2Q) – sharp reduction of external developers cost (-PLN 0.6M) and lower personnel cost subject to capitalization (-PLN 0.6M)
- In Q3 PLN 0.2m of impairment recognized

Capex (PLN k)



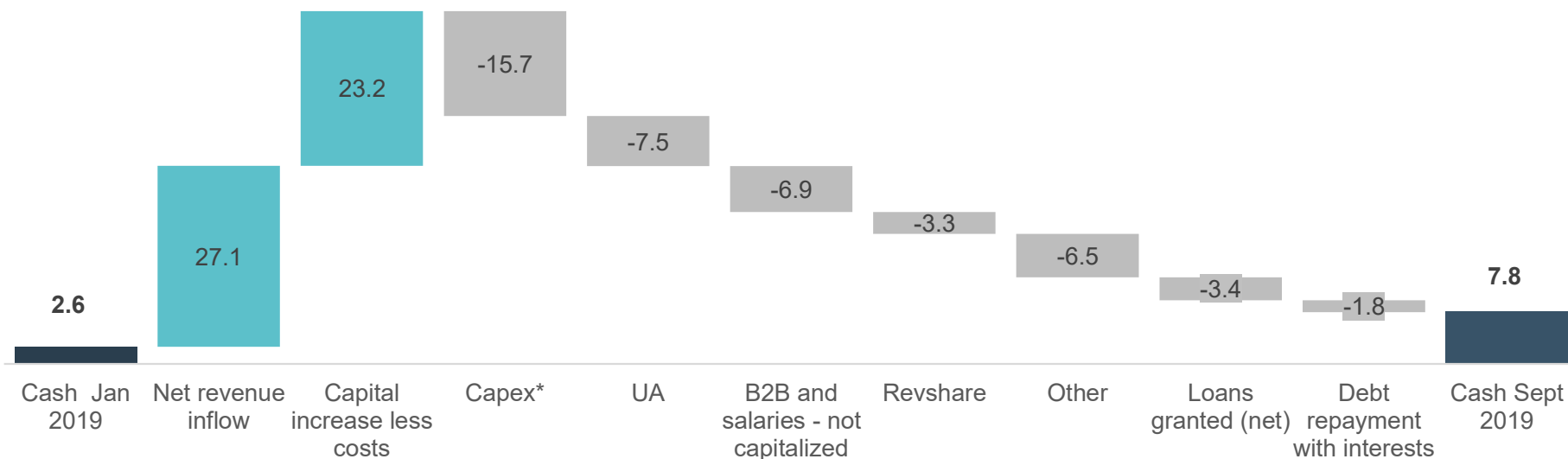
Capex share by category of development costs (%)



Q1 – Q3 2019 Cash Flow .

- IPO Proceeds Enabled:
- Intensive investment in User Acquisition
- Further development of GaaS games and Core

Main Cash Flow lines (PLN m)

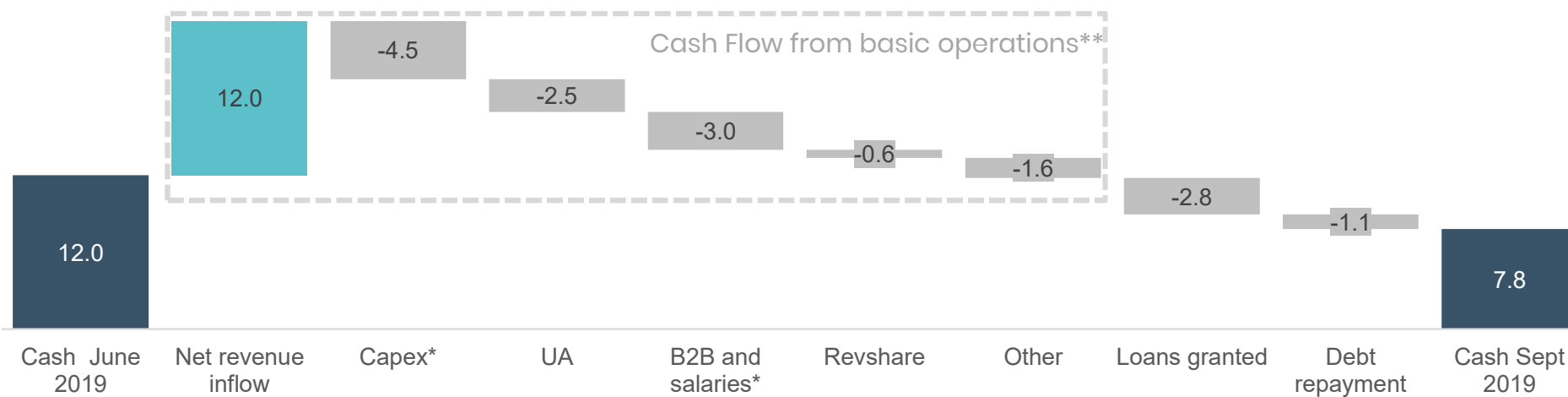


* excluding UA

Q3 2019 Cash Flow.

- Significant improvement of cash flow from basic operations**
- Lower repayment of financial liabilities
- Loans granted to JV's - SuperScale and Moondrip

Main Cash Flow lines (PLN m)



* excluding UA

**Q3 cash flow was affected by payments realized at the beginning of October - UA (+2,2 m PLN) and Revshare (+1,5 m PLN). After elimination of this effect cash flow from operations would amount to (3,9) m PLN.

Key Takeaways – Q4 & 2020 Outlook .

1

NEW LAUNCHES

- 2 New Launches in November
- 1 Launch on Nintendo Switch



Archery Club



Idle Monster Factory

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2

FOCUSED PIPELINE

- Focused Development on Games with Highest Potential
- 5+ in Pipeline
- 3 on Nintendo Switch

3

FLEXIBLE UA

- Adapting the UA strategies to each game and market
- New traffic sources

4

COST EFFICIENCY

- Headcount Reductions
- **Substantial Cost Savings expected in Q1 2020**

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THANK YOU FOR YOUR ATTENTION!

Contact

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P&L Statement.

(PLN k)	Q1-3 2018	Q1-3 2019
Revenues	27,012	37,026
COGS	(12,477)	(32,421)
Gross result	14,535	4,605
G&A Costs	(4,614)	(7,434)
Other operating revenues	332	124
Other operating costs	(23)	(264)
EBIT	10,230	(2,969)
Net financial costs	8	(146)
Share in net profits (losses) in joint ventures	(7)	(20)
Income before tax	10,231	(3,135)
Income tax	(2,006)	204
Net result	8,225	(2,931)

Balance Sheet.

(PLN k)	31/12/2018	30/09/2019
Fixed assets		
Property, plant and equipment	1,520	1,543
Development expenses	22,488	33,892
Goodwill	13,833	14,250
Investments in joint ventures	6	45
Other financial assets	205	351
Deffered income tax assets	931	1,354
Other receivables and accruals	1,070	651
	40,053	52,086
Current assets		
Accounts receivable	3,541	7,521
Income tax receivable	910	1,013
Other receivables and accruals	2,180	4,123
Other financial assets	474	3,863
Cash and cash equivalents	2,594	7,796
	9,699	24,316
Assets for sale	-	-
TOTAL ASSETS	49,752	76,402

(PLN k)	31/12/2018	30/09/2019
SHAREHOLDER'S EQUITY		
Equity attributable to the shareholders of the parent company		
Equity capital	6,000	6,650
Capital from the sale of shares above the nominal price	9,205	32,063
Foreign exchange differences on the translation of a foreign entity	619	867
Other capitals	1,674	2,175
Retained earnings	17,283	15,695
	34,781	57,450
Capital attributable to non-controlling interests	(21)	(3)
TOTAL SHAREHOLDER'S EQUITY	34,760	57,447
LIABILITIES		
Longterm liabilities		
Deferred income tax liabilities	3,338	3,456
	3,338	3,456
Current liabilities		
Other financial liabilities	1,549	-
Trade liabilities	5,119	12,056
Income tax liabilities	204	158
Other liabilities	4,782	3,285
	11,654	15,499
TOTAL LIABILITIES	14,992	18,955
TOTAL SHAREHOLDER'S EQUITY AND LIABILITIES	49,752	76,402

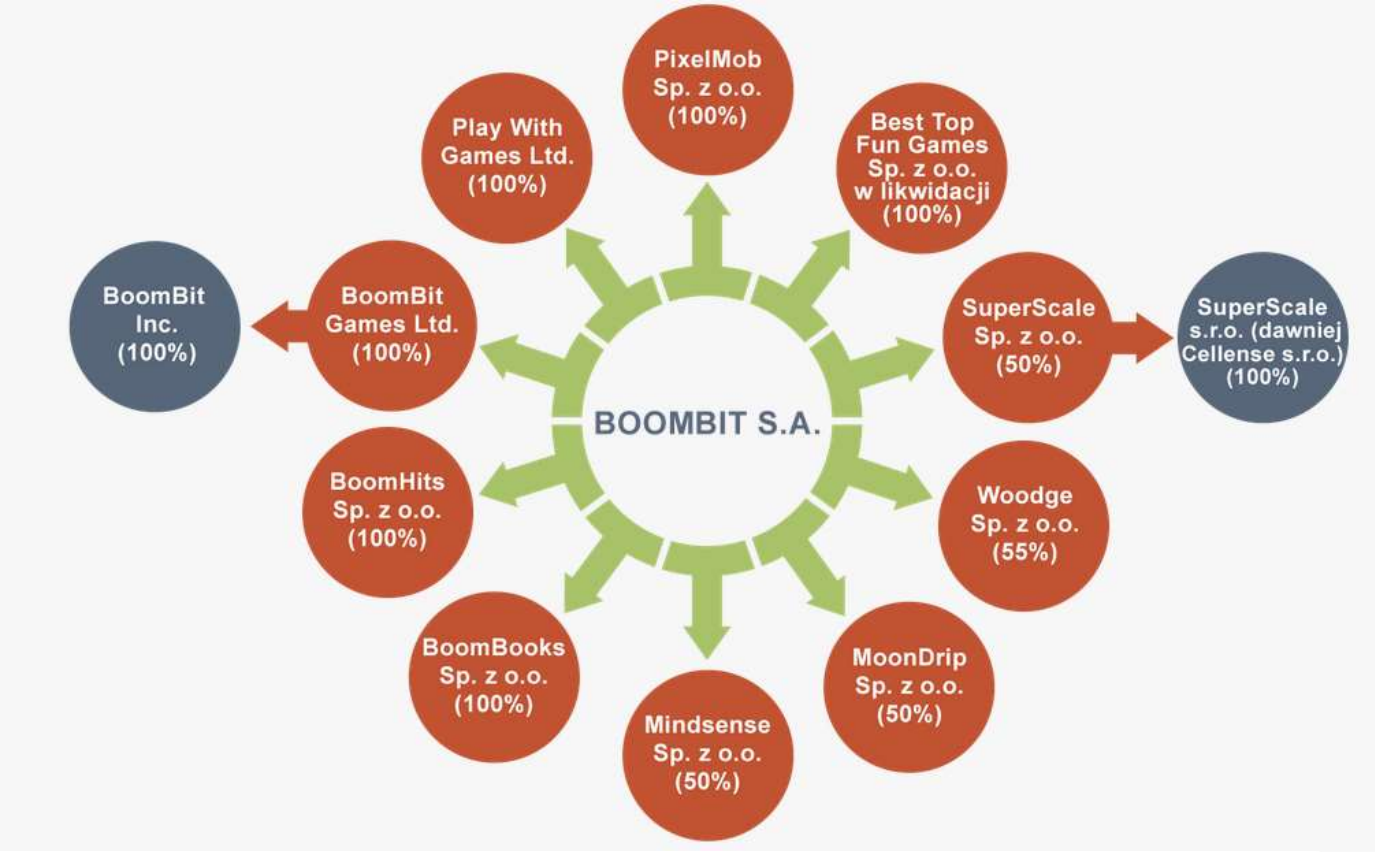
Cash Flow Statement.

(PLN k)	Q1-3 2018	Q1-3 2019
Result before tax	10,231	(3,135)
Adjustments:	(4,684)	6,341
Share in profits (losses) in joint ventures	7	20
Amortization & Depreciation	3,520	4,168
Foreign exchange profits (losses)	(221)	(600)
Interest	1	145
Result on investment activities	-	246
Change in receivables	10,146	(4,907)
Change in liabilities, excluding loans and credits	(16,646)	7,060
Share based payment	-	501
Income tax	(1,491)	(292)
Net cash flow from operating activities	5,547	3,206

(PLN k)	Q1-3 2018	Q1-3 2019
Repayment of loans granted with interest	-	144
Cash from the acquisition of companies	10,235	-
Acquisition of property, plant and equipment and intangible assets	(508)	(278)
R&D expenses	(11,701)	(15,862)
Loans granted	(386)	(3,574)
Purchase of shares	(32)	(60)
Net cash flow from investing activities	(2,392)	(19,630)
Capital increase	-	24,700
Expenses related to capital increase	-	(1,522)
Proceeds from loans	-	2,690
Proceeds from factoring	-	1,170
Dividends paid	(2,830)	-
Repayment of loans and borrowings	-	(2,690)
Payment of factoring obligations	-	(2,719)
Interest paid	-	(211)
Net cash flow from financing activities	(2,830)	21,418
Total net cash flow	325	4,994
Net foreign exchange differences on cash and cash equivalents	492	208
Opening balance	1,301	2,594
Closing balance	2,118	7,796

Glossary.

Term	Abbreviation	Definition
Advertisement	Ads	Ads that are displayed in games and mobile apps.
Average Revenue Per User	ARPU	Average income per user in a given time period.
Cost per Install	CPI	The cost of marketing expenses incurred to acquire one user.
Game as a Service	GaaS	The game production and publishing model based on in-depth data analysis and optimization of key indicators.
Game as a Product	GaaP	The game production and publishing model based mainly on organic growth and advertising revenues.
Gross revenue		Revenues including platform costs (Google and Apple).
Hard Launch	HL	The moment when the product is made globally available via digital distribution platforms and its official promotion begins.
IAP Purchase	IAP	Micropayments in games.
Lifetime value	LTV	Estimated total revenues generated from a statistic player.
Monthly Active Users	MAU	The number of active users on a monthly basis.
Monthly Recurring Revenue	MRR	Cykliczne miesięczne przychody, powtarzalne w kolejnych okresach
Net revenue		Revenues excluding platform costs (Google and Apple).
Return on Advertising Spend	ROAS	Reimbursement of expenses incurred for advertising.
Soft Launch	SL	Release of a game for a limited group of recipients and/or on a limited number of platforms to collect ratings, examine end users' reactions to the proposed form and content of the game, and verify key monetization parameters before starting global promotion.
User Acquisition	UA	Player acquisition (paid).



Q3 vs Q2 2019 Cash Flow.

	Q2	Q3	Change
Cash flow from operations, including*:	(7.912)	(218)	7.694
Inflows from revenues	10.363	12.000	1.637
CAPEX	(5.847)	(4.352)	1.495
User acquisition	(3.910)	(2.547)	1.363
Revshare	(2.534)	(629)	1.905
Personnel costs not capitalized	(2.727)	(2.966)	(239)
Other	(3.257)	(1.724)	1.533
Loans granted (net)	(210)	(2.846)	(2.636)
Net inflow from capital increase	23.178	-	(23.178)
Repayment of financial liabilities	(4.408)	(1.136)	3.272
Total cash flow for the period	10.648	(4.200)	(7.154)

- Significant improvement of cash flow from operations
- Lower repayment of financial liabilities
- Loans granted to JV's - SuperScale and Moondrip

* Q3 cash flow was affected by payments realized at the beginning of October - UA (+2,2 m PLN) and Revshare (+1,5 m PLN). After elimination of this effect cash flow from operations would amount to (3,9) m PLN.